

Gary's Tips to Being Your Best Every Day

1. **TALK** — Reach out. Get on the phone or video call with your people. Find out what they're doing and how they're doing. Give encouragement as well as advice. Be the voice, not the silence.
2. **WRITE** — Write something to your people every day. Thoughts, ideas, lessons, solutions. Be the bridge, not the divide.
3. **LEAD GENERATE** — Call, email, text, zoom, and simply find out what agents are doing and share what you know. Invite agents to join your training sessions and masterminds. Be the driver, not the passenger.
4. **TRAIN** — Whether by phone, email, Zoom, or Connect Live, be sure to teach, preach, and extend your reach. Be the answer, not the question.
5. **PROBLEM SOLVE** — Find out the biggest challenges and roadblocks to running a business and doing transactions and work to resolve them. Every day there will be a new challenge that awaits a leader to help resolve it. Be the solution, not the problem.
6. **BE SAFE AND SMART** — The safest people are those who take the least health risks. Preach what you practice so you're helping your people be safe too. Be the example of smart, not the picture of dumb.
7. **BE HEALTHY** — Safety starts with good health. Eat right. Exercise. Meditate. Sleep. And hug – hug everyone you live with. Hug your pets. Hug pictures of family and friends. Hug pillows. Hug yourself. Be the most “you” possible, not the least.
8. **BE POSITIVE** — Do positive. Live positive. Share positive. Take control of what you can and give it your all. Be the light, not the dark.